



SENSEL MY
APOLOGIES
FOR COMING
WITHOUT
NOTICE.



...BUT HOW
DID YOU
FIND MY
HOUSE?

THAT'S
FINE...



TAKASHI?

SHE GAVE
TAKASHI A
RIDE HOME
THE OTHER
DAY.



I SEE.



MY
NEPHEW AND
TAKASHI-SAN
ARE FRIENDS
AT DOJUKU.
I SAW THEM
IN TOWN THE
OTHER DAY.



I PROVE
TAKASHI-
SAN HOME
AFTER A
VISIT AT MY
CONDO.



I HOPE MY
NEPHEW AND
TAKASHI-KUN
WILL ALWAYS
BE GOOD
FRIENDS.

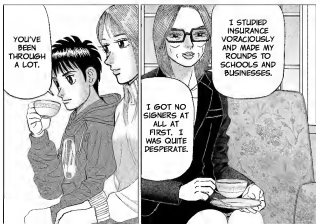


WHAT A
COINCIDENCE
IT
WAS.



HA...









I SEE.



THAT IS THE
REASON WHY YOU
NEED INSURANCE!
JUST IN CASE
YOU MIGHT HAVE
TO CARRY THAT
BURDEN.



SHE'S GOT
YOU RIGHT
WHERE SHE
WANTS YOU

OH BOY,
MOTHER...



HER
TACTIC IS
TO PRESENT
HER SOB
STORY
FIRST TO
STIR THE
LISTENER'S
EMPATHY.

BUT I MUST
SAY, SHE
SURE IS
GOOD AT
WHAT SHE
DOES.



SHE
SKILLFULLY
PRESENTS HER
HARDSHIP
STORY AS A
POSSIBLE
SCENARIO FOR
THE CLIENT.



AS SOON AS
SHE SENSES
ANXIETY, SHE
NONCHALANTLY
ASSERTS THE
IMPORTANCE
OF BEING
INSURED.

SHE MAKES
THE CLIENTS
CONSIDER
THEMSELVES
IN HER
SHOES.



THE INITIAL
GIVING OF
GIFTS, THE
CONVERSATION
THAT
FOLLOWS.

HER SHOW IS
PERFECTLY
SCRIPTED.



SHE MAKES
HER MOVES
ON MY
DAD'S LIFE
PARTNER
INSTEAD!

THOUGH
SHE WANTS
TO
CONVINCE
MY DAD,
SHE
DOESN'T
SPEAK
TO HIM
DIRECTLY.

...FIRST
BURY ITS
MOAT!

CHARGE!

IF YOU'RE
GOING TO
LAY SIEGE
ON A
CASTLE...





COME TO
THINK OF
IT, THE
DAY AFTER
MY VISIT
TO HER
HOME...

...AND
THAT'S
HER
TACTIC.



...YASUHASHIRA-
SAN TOLD ME
ABOUT INSURANCE
SALES AT
SCHOOL.



"GMP"?



GIFTS,
NICENESS,
AND PER-
SONALITY.

THE THREE
SACRED
TOOLS OF
INSURANCE
SALES!



HER ANNUAL INCOME IS TENS OF MILLIONS OF YEN A YEAR, BUT HE SAID SHE SPENDS AROUND FIVE MILLION A YEAR IN GIFTS ALONE.



GIFTS, NICENESS, AND PERSONALITY. WOW...



SHE USES THIS TACTIC AND THAT TACTIC, ENSNARING THE CLIENT.



FIVE MILLION... THAT'S AMAZING.

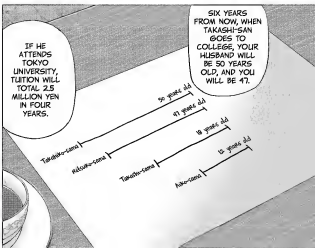


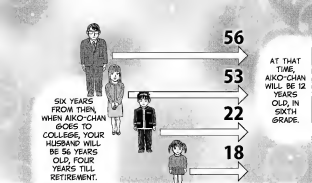
IT MEANS THAT IN JAPANESE LIFE INSURANCE SALES, MAKING HUMAN CONNECTIONS IS CRITICAL.

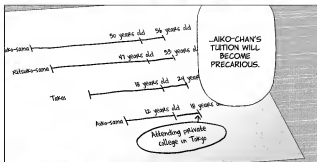


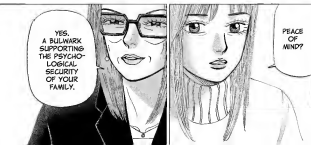
MY MOTHER, FOR EXAMPLE, WOULD BE PUTTY IN HER HANDS.

ANY ORDINARY PERSON WON'T BE ABLE TO RESIST HER.











A TOKEN
OF
MUTUAL
FAMILIAL
SUPPORT.

IT IS A
TOKEN OF
LOVE AND
THE
FUTURE.



I SEE...

A TOKEN
OF LOVE...



OH, BOY.
MOM IS
FALLING
APART.



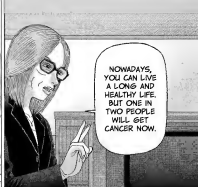
...THE
SIEGE
BEGINS
FULL
FORCE!

NOW THAT
THE MOAT
IS BURIED...





I'VE
HEARD
THAT.



NOWADAYS,
YOU CAN LIVE
A LONG AND
HEALTHY LIFE,
BUT ONE IN
TWO PEOPLE
WILL GET
CANCER NOW.



SHE
KNOWS
WHEN TO
BE SOFT,
AND WHEN
TO BE
HARD.

SHE
SWITCHES
FROM THE
ROMANTICIST
'FAMILY
LOVE' THEME
TO A DARK
SCENARIO.



...DO YOU
KNOW THE
PERCENTAGE
OF
PROBABILITY
YOUR
HUSBAND
WILL
EVENTUALLY
PASS AWAY?

AND
ALSO,
MA'AM.



PERCENTAGE
OF
PROBABILITY?



HUH?



IT'S 100%.
WHAT
ELSE?



COME
ON.



OH,
100%. OF
COURSE.

